

**NS KOMATSU**

**Down Earth**  
*Magazine*

# NSK "GOES FOR GOLD" WITH CADIA

Mining for gold has been going on at Cadia near Orange, 260 km west of Sydney, for over 140 years.

Companies such as M.I.M., Rio Tinto, Pacific Copper and Homestead Gold have searched unsuccessfully for the main lode at Cadia and it was Newcrest Mining that struck paydirt in 1991.

Newcrest are planning to mine 36 million tonnes of rock each year for 13 years, to obtain 3.5 million troy ounces of gold and 280,000 tonnes of copper, almost all of which will be refined from mine concentrate slurry shipped to Japan. Some gold will be poured into bars on site, from the oversize gold flecks.

To mine the 466 million tonnes of ore over the 13 year mine life, Newcrest Cadia Mines have purchased two new Demag H655 hydraulic mining shovels and contracted NS Komatsu Central Region to maintain these giants, for the life of the mine.

The H655S is a new model, which replaces the H485-SP, and Cadia machines are No. 1 and No. 3 produced. BHP purchased unit No. 2 for a diamond mine in Canada.

To look after these 680 tonne mining monsters, Central Region has set up NS Komatsu's newest branch 26. Here a team of excavator specialists maintains the two H655S shovels around the clock, 365 days a year. At the end of the mine life, these two diggers will have clocked up almost 65,000 hours of hard rock mining.

Also on site at Cadia is the Demag H485 that started its life at Griffin Coal in Western Australia, 30,000 hours

ago. The H485 is on-site to back up the H655S shovels and is hired by the mine when additional excavation in different areas is required.

NS Komatsu has a staff of eight at this stage, including old hands like Helen Porter, Greg Dunn, Karl Heald,

*The assembly crew consisted of:-  
Tim Callaghan - Project Manager  
(Cadia)*

*Helen Porter - Service Administrator  
(Cadia)*

*Rod Hurst - Electrician (Mt Thorley)*

*Karl Heald - Fitter (Cadia)*

*Greg Dunn - Fitter (Fairfield)*

*Michael Caruana - Fitter  
(Fairfield)*

*Justin Henry - Fitter  
(Fairfield)*

*Craig Gillen - Fitter  
(Fairfield)*

*Steve DeGabriel - Fitter  
(Fairfield)*

*(Absent from photo)*

*Andrew Lennox - Fitter  
(Fairfield)*

*(Absent from photo)*



Tim Callaghan, Rod Hirst and welcome to newcomers Tim Cox, Greg O'Meley and Matt Logan.

Cadia is "blessed" with the best of the five season's weather. However, it sometimes has all five seasons in one day. The staff who have moved from Queensland to Orange are still trying to explain to their families why snow, ice and wind are relished by people in the ski fields, but loathed by fitters who are trying to work on mining equipment in the open air of a gold mine.

Nature has even arranged a flood to welcome the NS Komatsu staff!

Orange, however, is at its best in spring, just before the bushfires and snakes of summer. It promises to be a rewarding experience for the NS Komatsu Cadia Branch team.

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NS Komatsu Pty. Ltd.  
Cnr Lisbon & Mandarin Streets  
Fairfield NSW 2165.  
Phone: (02) 9795 8222  
Fax: (02) 9795 8230

Editor: Barry Potter.  
Assistant Editor: Rhonda Summerhayes.  
Desktop Publisher: Dave Bullock.  
Head Office Contact: Lea Coleman.

#### Regional Contacts:

**Western**  
Fiona Browning  
Phone: (08) 9351 0555 Fax: (08) 9356 2135

**South Queensland**  
Pauline Armstrong  
Phone: (07) 3246 6222 Fax: (07) 3246 6204

**Southern**  
Sharyne Andrews  
Phone: (03) 9205 9300 Fax: (03) 9205 9350

**North Queensland**  
Kim Melham  
Phone: (07) 4940 3100 Fax: (07) 4952 3070

**Fairfield**  
Sue Mcleod  
Phone: (02) 9795 8300 Fax: (02) 9795 8345

**Hunter Valley**  
Susan Haines  
Phone: (02) 6570 2805 Fax: (02) 6570 2802

#### Printer

Colanco Printing Services Pty. Ltd.  
Unit 3, Cnr. Woodpark Rd and Cooper St.  
Smithfield, NSW 2164  
Phone: (02) 9609 3055.

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# Tim Henman Komatsu Dozer Operator

## A SPECIAL LETTER FROM A SPECIAL PERSON.

Tim Henman comes from Bathurst NSW, and he loves bulldozers.

Recently Tim and his carer, Kate Lund, contacted us, and we sent a video and some posters to Tim. We hope these will provide some enjoyment and pleasure.

Tim has written back to us, to tell us how he works with his mate Bob Lund on his Komatsu bulldozer and how much he enjoys this, in the following letter:

*"Hi, my name is Tim Henman.*

*I live in Bathurst N.S.W. and I'm 20 years old. I have Down's Syndrome and I go to the workshop in Bathurst every day.*

*I have lots of friends but my special mate is Bob Lund. Ever since I was 8 years old Bob and I have worked his bulldozer every chance I get. Bob sits me on a cushion up beside him in the cab and I sometimes get to work the controls.*

*I wear my earmuffs and my jacket that Bob got me. It has my name on it 'TIM HENMAN-DOZER OPERATOR.'*

*When I first started helping Bob he had a Caterpillar dozer but now he has a Komatsu and it's bigger and I think nicer. Bob and I*

*have put in lots of dams, some of them on our farm.*

*I love working with Bob on the dozer. We stop for lunch and talk and at the end of the day we fill it up with fuel and check it over. I help to clean it down.*

*I've got some beautiful photos. Here are some photos of me and Bob at work on the Komatsu.*

*Have to go now. Bye.*

*Tim Henman."*

Thank you, Tim, for sending us such a special letter. We wish you good luck and health in the future and hope you can continue to help Bob on his dozer. In particular, refuelling and cleaning are amongst the most important jobs an operator has to do every day, to look after the machine.

## Product Support Dept. FAIRFIELD

The Product Support Dept. at NSK Fairfield contributes a great deal to the successful running of the Service Dept.

Our Customer Service Representatives are Gary Steen and Bill Haskell. Gary has progressed through the Service Dept. with many years as a Senior Field Serviceman which is an excellent training ground for a CSR. Gary has a sound knowledge of Komatsu products and his "on the job" experience and customer liaison whilst in Field Service and previously with Leighton Contractors and White Industries, ensure he is able to respond to our customers' needs and provide helpful advice and information.

Bill Haskell has recently joined the Product Support Dept. from the Service Dept. where he was Workshop Supervisor. Bill has many years of experience with Ingersoll-Rand products and part of his duties as a CSR is to assist Ingersoll-Rand customers with any problems they may have in relation to their equipment.

CSR's bring the revenue for the Service Dept. by way of Service Plans (a planned schedule of servicing at an agreed price), quotations on machinery, to be repaired both in the field and in our workshop. Valuable workshop revenue was attributable to quotes prepared by Customer Service Representatives in the last financial year.

## From the Editor

Barry Potter

Last issue we included an article about Doug DeCean, who had just completed his Graduate Diploma of Training and Development. Doug reported to us that a lot of people have contacted him to offer their congratulations, but also just to talk to him as they are interested to learn what NS Komatsu employees are doing to improve themselves, both in their jobs and in their life outside work.

We would like to tell similar stories about other NS Komatsu people. If you have just completed a course of study, or are engaged in pursuing any particular goal, please let us know. Please give the details to your Regional Contact, who will send it to us for inclusion in "Down To Earth".

We have also included a new competition in this issue, concerning the Team Komatsu racecar. One lucky employee can win a trip to Sydney and entry to the Bathurst races in October. If you are interested in this competition, do a bit of homework, as you have to know the correct answers to our questions. Be sure to send in your entry by the required date and good luck to all entrants!

*We apologise for any information that may be omitted from this issue.*

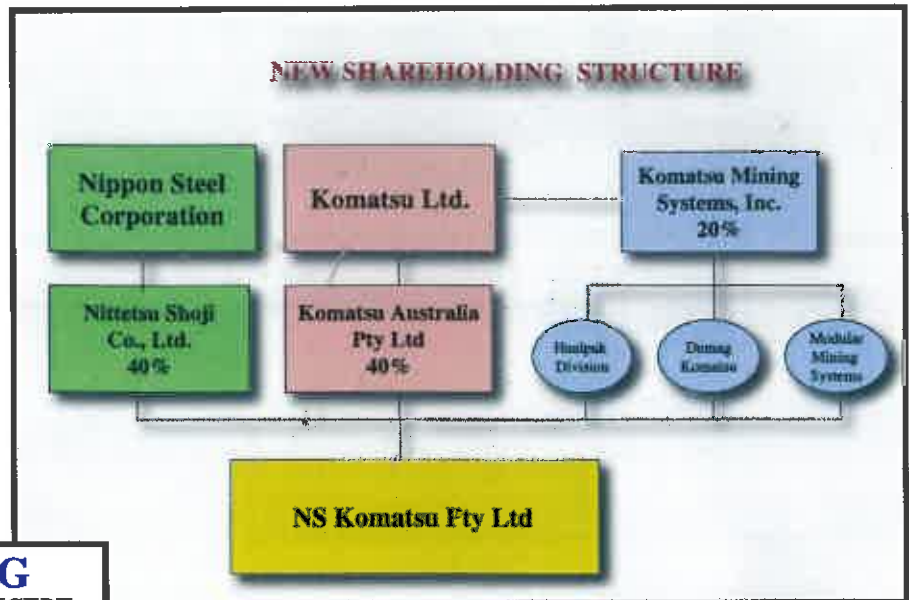
*We do endeavour to publish all material sent to us however, due to the increase of this material, some articles may be held out until the next issue.*



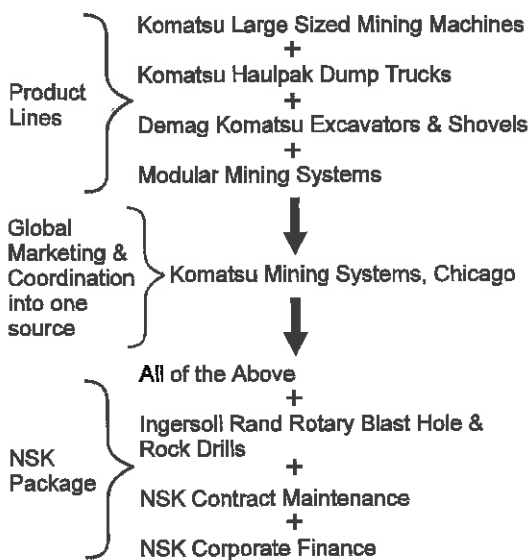
Bill Haskell & Gary Steen. NSK Fairfield Customer Service Representatives.

# NS Komatsu adopts Komatsu Ltd Corporate Concept

Following our recently arranged new shareholding structure, NS Komatsu is now able to present Komatsu Ltd's Total Mining Corporate Concept, plus additional products, contract maintenance and finance packages, to support the Australian mining industry.



## OVERVIEW MINING KOMATSU LTD - CORPORATE CONCEPT



On the 14th July 1998, the company announced its new shareholding structure, consisting of 40% ownership by Nittetsu Shoji, 40% by Komatsu Ltd. and 20% by Komatsu Mining Systems Inc. The KMS share incorporates the KMS divisions Haulpak, Demag Komatsu and Modular Mining Systems.

KMS, headquartered in Chicago Illinois, in the USA, centralises its global marketing and coordination for all the above products, from the various factories around the world, into one source for mining products. This provides a 'one-stop shop' ordering and product support concept for NS Komatsu.

NS Komatsu's fleet and systems package incorporates this KMS sourcing, and in addition, Ingersoll-Rand rotary blast hole and rock drills, NS Komatsu's own Contract Maintenance and Corporate Finance.

This total package gives our company the widest range of equipment, maintenance contracts and corporate finance available to the Australian mining industry.

Ian Oliveri

Managing Director

## Determination and Community Service earns Gold Award

Central Region's Andrew Grenfell (1st year apprentice) has found strength in learning, having completed the Duke of Edinburgh's Gold Award, for service rendered to both the community and himself. He actually completed his award while still at Trinity Grammar School, Sydney.

Andrew started the program in 1994, determined to complete all the relevant tasks. The Gold Award in the Duke of Edinburgh scheme is awarded to students who have completed four mandatory sections. They are service, skills, expedition / exploration and physical recreation.

There is also a resident project that involves undertaking some shared



Andrew and Emma with their certificates and badges

activity, either through voluntary service or training away from home for a period of five consecutive days.

Andrew's activities included participation in a Red Cross program called Telecross. As a volunteer, he

made a phone call each morning on a monthly roster, to a selected elderly person, to make sure they were OK and to discuss relevant issues. If any of these people did not answer the phone, a coordinator would be contacted to investigate further. This was his service component.

For skills, he did woodworking; for expedition / exploration, he survived a voyage on the Young Endeavour (Australia's national sailing training ship); and for physical recreation he played basketball and soccer as weekend sports.

Andrew is one of only a small number of young people who are successful each year in achieving this award.

Andrew, along with Emma DeCean (Doug DeCean's daughter), received their awards from Governor Sir Gordon Samuels at State Parliament House, in May.

"Down To Earth" extends its congratulations to Andrew (and also to Emma, via Doug DeCean) for this fine award.

## A Tradition of Excellence

By  
Tony  
Holloway

As this edition of "Down to Earth" is to be distributed around football grand final time I will devote this edition of "A Tradition of Excellence" to a mate who passed away some time ago, but who will always be remembered.

His name is Lionel Cooper and he worked in the parts department at Rydalmere.

Lionel was one of Australia's and the World's greatest Rugby League wingers.

Unfortunately Australian crowds never saw enough of Lionel Cooper because he played most of his career for Huddersfield in England.

But old timers who did see him when he played for Eastern Suburbs in 1945 and 1946 and for Australia in Tests against England in 1946 will never forget him. He was immensely strong and fast and had a dazzlingly quick side step.

Lionel was an Army player during the War and Ray Stehr, another famous League International and Eastern Suburbs stalwart, introduced him to Eastern Suburbs.

Lionel was the hero of the Australian team in the Tests against England in 1946.

England won the series with two wins and a draw. Lionel was the man responsible for the draw.

He achieved it by sprinting 70 yards with England's fleetest players in front and in pursuit of him. He scored the try which resulted in an eight all draw.

As the weary Australian players left the field at the end of the Test the big crowd in the Members Stand at the Sydney Cricket Ground stood and cheered Lionel for his try.

However it was in England where Lionel had his greatest triumphs. Records he set over thirty years ago still stand today.

They are:

Greatest number of tries in a match. Ten for Huddersfield against Keighley in 1952.

Greatest number of tries in a season by any player in post war Rugby League--70.

All told, Lionel scored 470 tries in the eight years he played in England and 600 in his career.

When asked to name the proudest moments of his career he said.

"There are three, the day I was picked to play for Australia against England at home in 1946, the day I was selected by England to captain the British Empire team in England and the day my team, Huddersfield, beat St. Helens in the Wembley final in 1952."

When asked his opinion of modern day Rugby League Lionel said.

"It is faster, but no tougher than in my day. We asked no quarter and gave none and the game was just as robust."

He also deplored the fact that wingers today are not given the opportunities he had.

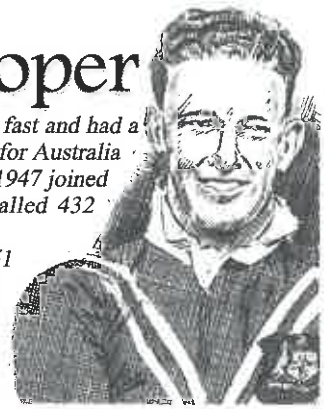
"Rarely today is a winger thrown clear with a run to the tryline, the forwards are all over the field and the winger is crowded, often he has to come inside to take a pass and that means he has little or no room to move."

Lionel played with some of the great names of the game including:

## Lionel Cooper

Who was immensely strong and fast and had a dazzling quick side-step, played for Australia against England in 1946 and in 1947 joined Huddersfield for which he totalled 432 tries.

His crowning glory came in 1951 when he scored 10 tries in a match against Keighley - and it remains an English record for championship matches between senior clubs!



Brian Bevan, Trevor Allen, Pat Devery, Harry Bath, Arthur Clues, Bob McMaster and Rex Mossop.

As a top class player in England Lionel earned the princely sum of \$500.00 a year.

Lionel would often say, "A wonderful career lies ahead for any player who has real ability and dedication. Today a player has every advantage, everything is done for him to bring out his talents. He is well coached, well paid, well conditioned and well looked after. If he takes advantage of these things to the full, and, provided he has dedication, Rugby League can offer a dazzling career."

I will conclude with a quote from League legend Frank Hyde who once described Lionel Cooper as "the Eric Grothe of the 1940's, he was a devastating player and it's a pity Australia never saw the best of him."

*For those of you who are interested in R.G. LeTourneau you might like to know Phillip Gowenlock has produced a new book. Its called "THE LETOURNEAU ARCHIVE". Designed as a pictorial reference guide to be used in conjunction with his previous best seller, "THE LETOURNEAU LEGEND". Both books are available from Hugh Smith in our Brisbane Branch.*

## External training programs at Fairfield

Fairfield Service Department has committed itself to a program of continuous improvement through training. Over the past few months, in addition to the internal programs conducted by Doug DeCean, a number of external programs were conducted using TAFE and the ambulance services.

Lyn Eyles, training consultant for TAFE, organised staff from both Liverpool TAFE and Granville TAFE to conduct the courses.

Gail Quartermain conducted courses for our staff on customer service and selling techniques, with Pat Raynor concentrating on telephone techniques.

Jim Stevenson, who is used to picking up bodies from the side of the road or workplace, instructed all workshop staff in the program "How to cope with

workplace injuries." Jim has been teaching these skills for the past fourteen years and continues to this day to be a very dynamic and creative trainer.

All staff attending these programs participated out of normal work hours over a period of a few weeks. The information and experience gained was of considerable benefit to all staff. A formal presentation of certificates was conducted with a barbecue lunch, a few weeks ago.

*From Left: Jim Stevenson, Ian MacCowan (Central Region General Manager), Pat Raynor, Gail Quartermain and Doug DeCean (Central Region Customer Service / Training Officer).*



# WIN A TRIP TO BATHURST COMPETITION

As part of our promotion of the Team Komatsu racecar driven by Alan Jones, we are pleased to provide two NS Komatsu employees with an opportunity to win a prize - a trip to Bathurst to see the Team Komatsu car in action!

Each prize will include one return flight to and from Sydney, accommodation and meals, bus transport to Bathurst and entry to the races on 15 November 1998. Full details are spelt out below.

To enter the competition, simply photocopy the entry form, fill in your answers and fax the completed form to NS Komatsu Head Office, before 2 October 1998.

### Conditions:

Entries will be received up until close of business hours on 2 October 1998. All entries will be checked and correctly answered ones will be placed in a hat. The first two drawn out will each be awarded a prize. Judging and drawing will be done under strict conditions, all announcements will be final and no correspondence will be entered into. The competition is open to all NS Komatsu employees, excluding Head Office staff involved in producing "Down To Earth" or otherwise involved in running this competition. The two winners will be notified directly by fax and the results will be published in the next issue of "Down To Earth".

### Details of the two prizes:

One return economy airfare from winner's location of residence to Sydney, return taxi transport from Sydney airport to Parramatta, two nights single accommodation, dinner and breakfast at Parramatta Marriott Hotel or similar, return bus transport from Parramatta to Bathurst, entry to Bathurst races on 15 November 1998. If the winner is resident in the Sydney area, the airfare component will not be included. No other items are included in the prize.

# Who Am I?



1. I love Italian food and have a favourite restaurant near the night life area of my city.
2. I have learned the joys of computing and now send a lot of E-mail around the world.
3. I have calculated that 250 laps around a room in the Burswood equal my daily exercise requirement.
4. During construction of Head Office, I had to go there to attend a meeting. After some time, I phoned the office for directions as I was 'geographically challenged'.
5. I like eating donuts for morning tea.
6. I hold a senior position in the company.
7. Leaving on a visit to my homeland, I arrived at the airport only to discover that my passport was in my desk in the office.
8. My working time in Aussie is drawing to an end.
9. I have travelled far and wide - mostly work, but I have managed to do some sightseeing.
10. My 'Aussie' name suits me as I am 'as sharp as one'.

If you think you know who this is, send your written entry to Dave Field at Melbourne, on fax (03) 9205 9350. Good luck!

## Issue 14's Celebrity

Last issue's celebrity is a regional personality, but his fame is obviously widespread, as entries came in from every region. It was none other than Doug DeCean, Fairfield Branch's Customer Service / Training Officer.

The following people sent in correct entries: -

- |                    |             |
|--------------------|-------------|
| Johnny Davis       | Launceston  |
| Keith Lloyd        | Perth       |
| Robert (Doc) Tripp | Head Office |
| Dave Wilson        | Gippsland   |
| Richard Locke      | Hobart      |
| Phillip Walker     | Brisbane    |
| Sylvia D'Mello     | Perth       |
| Jack Turk          | Brisbane    |
| Mark Schoeman      | Brisbane    |
| George Iwaniuk     | Melbourne   |
| Jacqui Meyers      | Fairfield   |
| Tony Hosking       | Mackay      |

All the correct entries were placed in a hat and the lucky winner's name, **Jacqui Meyers**, was pulled out. Congratulations, Jacqui, we have sent you a novelty prize with our compliments.



Issue 14 Celebrity  
Doug DeCean.

## WIN a Trip to Bathurst Competition

1. How many time has Alan Jones won the world Formula 1 championship?  
.....
2. Who is another Australian who has won a Formula 1 world championship?  
.....
3. Which racing team prepares the Team Komatsu Falcon?  
.....
4. Which new Komatsu model did Alan Jones help to introduce?  
.....
5. How many kilometres is the Bathurst race on 15 November?  
.....

Photocopy this entry form, fill in your answers and fax to NS Komatsu Head Office before **2 October 1998**. "Win a Trip to Bathurst Competition Judging Panel" NS Komatsu Head Office. Fax No: **(02) 9795 8230**

Name:.....

Position:.....

Branch:.....

Date:..... Reply Fax:.....



# PERTH

## Western Region Headquarters

NS Komatsu's Perth Branch is the headquarters of Western Region, covering Western Australia and Northern Territory.

Western Region employs over 240 people, with over 180 on the Perth Branch payroll. Sales activities in Western Region makes up around a third of NS Komatsu's total business, so it is easy to understand how strategically important is Perth Branch and Western Region.

Earlier this year, NS Komatsu formally opened its newly rebuilt branch facilities, as we reported in last issue. Now we are pleased to present more about Perth Branch and its people, for the enjoyment of our readers.

Perth is the capital city of Western Australia, with a population of 1.3 million, in a state population of 1.7 million. It is the largest state in Australia, about the size of Western Europe, or Texas and Alaska combined. There are huge, sparsely inhabited areas, a lot of which are in hot and desert conditions, and home to some of the richest gold, diamond, iron ore and coal deposits in the world. NS Komatsu's business is critically linked to mining industries, which requires our people to be accustomed to travelling unimaginable distances in the course of their jobs, to provide the support our customers need.

In addition to the mining industry, NS Komatsu also services general construction, quarrying urban development and farming customers, to provide a balanced and secure business operation.

Perth is often claimed to be the most beautiful Australian city, presenting a glorious picture on the Swan River. It has a Mediterranean climate and a relaxed life-style, which is the envy of many East-coast city residents.

Perth Branch is NS Komatsu's largest branch facility, situated in Welshpool; 15 minutes drive from Perth City, 15 minutes from Perth airport and ideally located for easy exit from Perth, heading north, east or south.

Les Healey is NS Komatsu's Regional General Manager for Western Region. He spoke to "Down To Earth" and explained that the market in Western Region is fairly tight at present, due to the meltdown in Asia and national economic conditions.

Notwithstanding that, NS Komatsu has been successful in picking up several large orders recently, including thirty one dump trucks and two large Demag H455 shovels.

We asked Les why he feels his operation is successful. He replied "Essentially because we have a very committed team. Our structure has been focussed on having as many people face to face with customers, whether it is selling new equipment, used equipment or parts and service. We are currently organising training that is designed to broaden the outlook of

everyone who talks to customers, to identify opportunities that may not necessarily be within their of responsibility. For example, we want a field service person to recognise a sales opportunity and have it followed up and when finalised, to allow him / her to be recognised financially as having initiated the process.

"Our new Product Support structure is proving effective, and we've recently moved training under the same umbrella in order to pursue market opportunities that will allow us to turn training into a stand-alone business. Initially we will use current training staff plus our Tech Services personnel, which should allow us to expand in a commercially sane fashion.

"This year, every person has had a one-on-one appraisal with his / her own supervisor. This has two-way benefits. We can tell them how we feel they are performing and they can tell us how we can help them become more effective in their job, for example in providing training, tools, etc.

"We have developed our facilities and the next step in growing to a much bigger business is the development of our people. We can identify which people are best suited for which positions and provide career path progression for them. People make the team and they can participate in their own development. This is 'Team Komatsu' at work.'

We then asked Les how big NS Komatsu can become. "We can go on to be as big as we want to make it", Les told us. "We have a strong and effective partnership with our suppliers, and we have a hungry team with a 'fire in the belly' to go and win the business."

The feeling of teamwork, cooperation, performance and pride in a job well done is very evident, on speaking to many employees at Perth Branch. "Down To Earth" congratulates everyone at Perth on your tremendous operation.

## Kristie Smith

Kristie has worked for NS Komatsu for 1½ years, as Sales Secretary. Hers is a very busy job, including preparing the documentation for every quotation submitted. "We average about five every day, but this number sometimes can go up to as high as twenty", she told



*Les Healey, Regional General  
Manager, Western Region*

us. "I also do all the typing for the sales rep's and major account managers, make travel arrangements, maintain the sales literature and video library and control the stock of novelties".

We asked her if she believes her job is important to the successful operation of the Sales Department in Perth Branch. "Yes", she replied, "it is definitely an important position, as well as being very interesting. I love my work and the sales staff I work with and those in the other departments I deal with are all great people."

She previously worked for about nine years in the motor industry. While that job had similarities, her current position with NS Komatsu is more demanding and operates on a much larger scale, thus providing the further challenge she was looking for. The key to staying on top of such a busy job is to manage your time, Kristie told us. Sometimes tender deadlines mean working back in order to get them ready on time. "Perth Branch is like a big family", she said, "so we have a lot of fun, while we get the job done."

Kristie's impression of NS Komatsu is that we are a very professional company and our products are very high quality. She has a lot of friends in the mining industry, who all know and have a high regard for NS Komatsu. They envy her for getting a good job with such a successful company. Kristie knows we have all kinds of customers - from individual owner-operators, right up to the largest mining companies with large fleets of equipment. "All these customers must be pleased with NS Komatsu", Kristie said, "otherwise why would they remain loyal customers? They all comment favourably on the appearance and atmosphere of our new branch facilities."

On the personal side, Kristie lives with her boyfriend Anthony in Wembley, about a half-hour's drive from work. She is a fairly social person, likes going out for dinner parties and has an active life, including playing mixed netball for exercise and recreation. She told us that she loves "Melrose Place" on the TV and if she has to go out on a Tuesday night, she will always record it and watch it when she gets home that night. "I can't wait until the next day", she said.

Kristie believes the secret to being happy is to enjoy your work and do it well. Job satisfaction in itself is most important.

## Kelly Maunder

Kelly is employed at Perth Branch as an apprentice mechanic and is the modern face of our industry. No longer is it the domain of masculine football player types. Equal opportunity can and does work, provided people are allowed to demonstrate their skills and capabilities on their own merits, as they are encouraged to do at NS Komatsu.

She joined NS Komatsu in November 1997 and has found her job to be satisfying. "Our machines are just like big Tonka toys and much more interesting than cars", she said. Several of Kelly's friends have secretarial positions and they think she has a very interesting job. After she completes her apprenticeship, she would like to stay in the workshop for a year or two and then hopes to go on field service, or perhaps to transfer to another region, to further her experience.

We asked Kelly if she has any message to other females, either

working for NS Komatsu or considering joining us. "Give yourself a challenge and you will be pleased with the result. Above all, don't be afraid to have a go", she said.

Currently assigned to the tool store, she previously worked in the transmission section, overhauling rear axles and differentials from HD785-3 dump trucks. As with all our apprentices, she worked alongside tradespeople and then was able to work alone, with minimal supervision. She has been well accepted in the workshop and has made several good friends. "Some are now my mentors - I can talk to them easily", Kelly said.

We asked Kelly why she chose to get into this line of business. "At Year 11 and 12, I did an industrial pre-vocational course", she said. "At tech, I have passed all my modules, while some people in my classes have failed. Therefore, I believe I am suited for this kind of work."

Kelly lives with her boyfriend, who is very supportive and proud of her achievements. She enjoys swimming, going to the pool about three or four times a week. She also enjoys taking her Labrador puppy "Buster" for 2-km walks in the evening. Kelly likes to go out to suspense movies or out to dinner. She is also a very good cook, with creativity providing interest in the kitchen. Whether it is a stir-fry or spaghetti bolognese, Kelly enjoys using her imagination to spice up the meal.

## Phil Jenaway

Phil is employed as Technical Service Representative Major Accounts in our Perth Branch, although his influence spreads wider than this. He looks after major customers who have machines operating in Western Region, some

in other states or even in some cases, overseas in countries like Chile and Indonesia.

Phil knows that if a customer has a problem, it is our duty to help the customer to solve that problem. "That is the secret to having satisfied customers", Phil told us. "If the machine is working in another state, I will contact our people there and help them to sort out the problem. Then I can go back to the customer's Head Office with the answer."

"When visiting customers' jobsites, it is necessary to get your hands dirty", Phil said. "Fixing problems while they are small is the secret, before they develop into major failures. I find that I am always welcome back next time."

Phil also works as our hydraulic excavator "Expert". This means that service people from all over NS Komatsu can contact Phil for advice or solutions on technical problems with excavators.

We asked Phil if he enjoys his job and if so, why. He replied "In my job, I actually have a lot of freedom. I get to help lots of customers in all areas including iron, coal and gold mines, contracting and quarrying. This has given me a very broad experience. Recently, I had a call from a riverboat operator, who had a problem with the boat engine. It was reported to be a Komatsu engine, but when I got there, it was another brand. Anyway, I was able to sort out the problem and the customer said it was the first time he had found anyone to help him."

What is Phil's opinion of NS Komatsu? "We have certainly improved over the years. With our new facilities here, everyone can see that we are committed to providing the support, which is necessary in our industry. Our strength is not only our physical facilities, but also our people. It really is the customer who pays.





### Western Region welcomes the Helena College Pre-Primary Centre.

In the last issue of "Down To Earth", our Managing Director, Ian Olivieri, referred to the "Komatsu's Code of Worldwide Business Conduct" booklet in his Managing Director's Message. One of the important points in this code of conduct is for all employees and organisations to "contribute to the community as a corporate citizen".

On 18 June, our Perth Branch demonstrated one way to be a corporate citizen. The Branch played host to a visit by the Helena College Junior School of Darlington, Western Australia. The visitors were a group of 22 students from the college's Pre-Primary class, all aged between four and five years old.

Safety is a topic with no regard for age, so the first thing was for the group to undergo an induction program, held in the Training Centre, conducted by Service Manager, Alex Grechko. At this induction, Alex showed the group some simplified segments from safety videos, explained why we have mining and earthmoving machinery, and instructed everyone on how to proceed safely through the workshop and other facilities they would see.

Before proceeding to the next part of their visit, one little girl, named Annabel, had a birthday cake and the entire group sang "Happy Birthday" in three languages. Then it was a feast of birthday cake, donuts and cordial, before getting down to the real business of the visit - a tour through the branch facilities.

Mini hard hats, safety glasses, work gloves and ear plugs were issued to all, which created quite a lot of fun - some were able to put their gloves on themselves, while others required assistance to get their fingers and thumbs in the gloves in the right places. Alex Grechko and Ross Graham, Senior Technical Training Officer, impressed all in attendance with their good-humoured patience and obvious crowd control capabilities. Estelle Wilson, Service Managers' Secretary, provided a female's perspective of the co-working relationship within the company.

Everyone lined up beside a D375A bulldozer for a photograph, with (almost) everyone standing to attention and looking at the camera.

After that, a tour through the component rebuild section, where engines and transmissions are overhauled; through the workshop where machines are assembled; and then the paint shop where the newly assembled machines are painted. As a finale, an aluminium staircase was attached to a HD785 dump truck for everyone (in groups of four or five) to climb up and sit in the cab.

Naturally, some of the technical things they saw were a little advanced for the visitors to understand. Nevertheless, they all saw a lot, learned something about safety and the different parts of a modern and efficient business operation, and went away feeling that mining and earthmoving machinery is more than just large machines pushing dirt. They involve people doing their jobs in a necessary part of our community.

Perhaps in twenty or thirty years, some of these visitors will be our customers, or maybe our managers of the future! Whatever they do in life, at least they will have gained some positive images preparing them for their adult life, following their visit to NS Komatsu.

## A letter of appreciation

*Heather Hunt, Teacher in charge from the Helena College Pre-Primary Centre, has sent this letter of appreciation. We have decided to reprint it in full, including comments from some of the children.*

"When we returned to school we talked about our visit and looked at the photographs that had been taken. We were amazed at the children's recall of what they had seen, including details of how the man held the drill (sic) to tighten the bolts on a wheel, and how cold it felt in the paint workshop.

Since our visit, the Tonka dump trucks, excavators and bulldozers have been in constant use moving sand and rocks, and constructing roads in our sandpit and garden areas. The girls have been just as involved as the boys and this is a tribute to the female employee (Estelle Wilson), who spoke to them about her work at Komatsu.

We recorded the visit in our excursion books. The children drew a picture about the visit and the staff wrote down what the children said about it. We chose five stories and included them in our weekly parent newsletter on June 26.

Here's what the five children had to say: -

'When we arrived we watched a video on trucks. We were given some earplugs, glasses, gloves and a helmet to wear', by Natalie Waldmeier.

'At the Komatsu factory we walked in two straight lines along the green path. We were safe on the path because the trucks and forklifts are not allowed on the green path', by Annabel.

'I saw a man with a flame. He was working on an engine in the big workshop', by James.

'There was a big dump truck that we all climbed upon. I got to sit in the cab and drive it. We also had a sit in the cab of the excavator', by Luke Matthews.

The proudest boy on the day was Nicholas Grechko (Alex's son), who said 'This is the big truck at my dad's work. The big wheels are black with yellow inside them. The big truck can carry lots of sand and can tip it out'.

Heather Hunt  
Teacher-in-charge  
Helena Pre-Primary Centre.

*"Down To Earth" congratulates Perth Branch on this initiative in being a corporate citizen. We also will welcome stories from other regions for future issues.*

### Con't from previous page

pays our wages. NS Komatsu may employ us, but we actually work for the customer. If there is a problem, we have to look at it from their viewpoint and work through it with them. Our customers have told me that they can talk to NS Komatsu people much more than our competitors."

Phil lives in Armadale, about 30 km south of Perth Branch. This makes it an ideal location to visit some of our major customers south of Perth, before coming in to the branch. A 5.30 am start is commonplace for Phil.

He has been happily married for 28 years, so we asked Phil what is his secret. "I have had to spend a lot of time away from home", he answered with a twinkle in his eye, "so perhaps it is a case of absence making the heart grow fonder!" Seriously, Phil enjoys just being at home, having a nice home-cooked meal and relaxing with his wife.

They have a dog named "Maggie" and a pure black cat called "Tootie", to complete the picture of domestic happiness.

He enjoys fishing, although not as often as he would like, and has just started setting up his wood-working workshop, and plans to make furniture such as coffee tables, for a hobby.



## Strong Enough to Withstand Cyclones But not GWR Contracting

By Annemaree Gear

GWR's latest project is the demolition of the old Darwin Hospital covering a 9.5 ha site. The building is constructed with reinforced concrete and steel girders to ensure strength in a hostile tropical environment prone to cyclones. It not only survived Cyclone Tracey but also bombing during World War II. This four storey demolition project is to be completed within 12 weeks and is well advanced to meet the deadline. The site will eventually be re-developed following Government approval. All the steel will be recycled and the light gauge metal

transformed into bails and exported from Darwin.

Operating on the site are 3 x PC350-5's with various attachments; rock grabs, rock breakers, steel shears and a special arm with built in ripper tyne. A WA420-3 removes the rubble.

GWR Contracting was formed in 1976 to service the Darwin civil contracting sector specialising in demolition, contract mining and recycled metal exports.

GWR have been a customer of NS Komatsu since 1986 with their first purchase being a PC300-1. GWR now operates a fleet of 5 Komatsu hydraulic excavators and 2 wheel loaders.

GWR stays with Komatsu because of the "good service, machine reliability and most importantly operator comfort". "My operators love them", says GWR Manager, Colin Harvey.



## Bendigo meets the GIANT.

By John Tannahill

Recently about 40 representatives of the Bendigo Earthmoving Industry attended a day out to visit the worlds biggest bulldozer.

The Komatsu D575A-2 has been working for Cooks Constructions on the Calder Freeway - Woodend by-pass project.

All present were impressed with the sheer size of the machine and had to get up and sit at the controls to dream about operating such a beast. The dozer has been working in conjunction with a PC1000SE 100 tonne excavator and a fleet of HD785 dump trucks.

When we had seen the iron close up, a complete tour of the Project was conducted by Site Manager - Mr Brian Billings. Again, most could not contain their amazement as this is by far the largest project this area has seen for many years.

A spit roast lunch was served at the site office and in full view of the job site.

The day was a complete success and special thanks must go to Cooks and in particular Brian Billings who was most helpful answering questions regarding all aspects of the job.



## Cable Logging's PC300LC-6

By Craig Hahnel

In June this year, Tim Christian (Cable Logging Gippsland) commissioned his tenth Komatsu, a new

PC300LC-6. The excavator has been heavily modified in conjunction with Waratah Engineering, Cable Logging and Komatsu to fill the role of a Log Loader & Shovel Logging. This includes the fitting of a Young loader boom, a Thunderbird grapple, forestry guarding package and a Waratah Safety Cabin. The machine will work along side another Komatsu excavator fitted with a harvesting head, in a softwood cable logging operation.

Shovel logging has steadily been developing as an alternative method for forestry compared to conventional logging. The major benefit of Shovel logging is the low environmental impact and flexibility of operation.

With the shovel logging capacity we can now pitch up small areas of conventional logging with the shovel when the (Cable) tower is turning around or moving to a new landing. We don't have to move in the conventional logging machinery to work such small areas. This saves on low loader moves and all plant items have better utilization" said Tim. "For instance, tomorrow the Komatsu PC300-6 SL/LL will move 400-500 meters up the road and shovel log & stack all the felled trees to the next landing." Then a Komatsu PC220-6 (fitted with a Waratah head) will process the wood and incorporate it with the main operation. The PC300-6 SL/LL then returns to its main operation of log loading and stockpiling at the landing.

The idea of shovel logging revolves around the machine handling the felled timber from the 'Coop' to the 'Landing'. This means once the tree has been cut down, the excavator will then pick up the tree and place it towards the landing. A number of cycles (or 'shovels') may need to be repeated (depending on distance) before the timber is placed at the landing. The combination of long reach, a rotating grapple and high slew torque make this effective. A conventional logging operation would have a rubber tyred skidder or track dozer drag the felled tree along a 'snig track' to the landing. The impact to the forest floor is greatly reduced meaning that there is far less erosion, which is good for the environment and enables a longer logging season. Great for all concerned.

## Kelly Contracting Tasmania

By Shane Stevens



Local Contractor, Peter Kelly of Kelly Civil Contracting, has recently taken delivery of a PC220-6. Peter purchased the Komatsu product once again due to an excellent working relationship between sales, service and parts departments in Southern Tasmania. His faith in our product is reflected by this being his 18th consecutive purchase since starting his business.

## Forest Enterprises Tasmania PC200LC-6

This machine, operated by Steven Whittaker, has clocked 568 hours in a Thinnings Operation; being used to cut and stack Eucalyptus Nitens trees within a plantation crop comprising some 200 hectares.

The E. Nitens are 10 years old, they average 150 - 200mm in diameter and their length averages 25 to 28 metres. Steven has to "weed out" the smaller/weaker trees in order to allow the stronger trees more growing space.

The operator is required to form access tracks in an orderly straight line. Therefore he has to take this fact into account as he selects the appropriate tree to remove. Approximately 1000 - 1300 trees per day are harvested.

NS Komatsu Launceston Service Department shortened the boom by 4 metres in order to make it possible for the machine to work in confined areas. Hydraulic cylinders were repositioned.

A 33inch TIMBCO Falling Head was fitted to a standard length arm, which has had 10mm side plating added to increase rigidity and strength. We are informed that this particular brand of falling head is the first to be fitted on a hydraulic excavator in Australia. It is imported from Canada and incorporates hydraulic arms to "hug" the tree as an inbuilt hydraulic chainsaw cuts the tree base. The operator can then direct ("throw") the cut tree wherever he/she requires it.

In this particular operation, another PC200LC-6 works in conjunction, using a New Zealand-built Waratah processing head. This delimits, debarks, and cuts the tree to the required length, prior to stacking them in a pile ready to be collected by a six wheel drive Forwarder crane-truck.

F.E.T. Logging are delighted with their machine and report improved productivity, good fuel economy and excellent operator acceptance. They own four PC200LC-6 machines, all used in logging operations and plantation thinnings.

- Richard Locke



I've been privileged to see the development of Komatsu in Australia over 32 happy years, working with the various Komatsu dealers and distributors. I started working at LeTourneau Westinghouse, who were

the agents for Komatsu, on the Easter Tuesday of 1966, beginning as a Field Service Mechanic. I helped prepare for delivery the first Komatsu ever sold in S.A., a D60A-3, Serial No. 4162. It was delivered on 27 June 1966 to the District Council of Eudunda.

In about 1967, Westinghouse bought out LeTourneau and the company was called Wabco. Operating Australia wide, they

retained the contract for Komatsu machines. In 1980, Wabco was sold to Morgan Equipment and Komatsu awarded the franchise for the southern states and Northern Territory to Forcepower, a subsidiary of the Winterbottom group of companies.

I was still a Field Service Mechanic at this time, and saw rapid development of Forcepower's branch on Prospect Road. We started operating out of Del Billingsley's private residence, graduated to a couple of Atco huts in September 1980, then finally had proper workshop facilities in December of that year.

We continued as Forcepower for a few years, then we became part of ANI Komatsu, who now had the franchise for all Australia except for W.A. In approximately 1987, Komatsu acquired the distributorship and formed NS Komatsu.

In the mid-80's I came off the field and went into the workshop office. I became the Field Service and Workshop Supervisor, a position that I held for approximately 6½ years.

After that, I went back on the road as a Field Service Mechanic for a further 2½ years. By this time in 1995, we had moved from Prospect Road to Cavan Road. I transferred into spare Parts Department on 3 April 1996. Being in Spare Parts, I feel I can assist our customers in purchasing parts, with the knowledge of having repaired these units. I've also witnessed other changes such as the new products now marketed by NS Komatsu; namely Haulpak, Dresser, Demag, Ingersoll-Rand and FKI.

It would be impossible to tell in detail the things I have experienced during my time, especially as a Field Service Mechanic during the 70's, but I'd like to cover a few points. That was a busy decade in the earthmoving industry and being out in the field meant travelling all over Australia. Here are a few highlights from the 70's: -

- Early 70's took 12 Komatsu bulldozers (D60, D85A, D125A, D155A and D355A) for use in the opal fields. Back then it used to take sixteen hours on dirt roads to get there - in the wet, it could take two days. Now it takes six hours on bituminised roads.
- Mt Gunson took three Wabco 333FT scrapers. There were lots of stories from this region - all the camps were like little Peyton Places!
- One time I went from Mt Gunson to Andamooka to repair bulldozers, a distance of only 88 miles, but it took five days to do it! We were bogged to the eyeballs. You had to be prepared for anything out there - I used to take a rifle, food etc., just in case.
- I covered the Nullabor Highway to the Border Village BP. Crawford Earthmovers used a Wabco 333FT, which we nicknamed the White Elephant, because it was painted white with purple writing - a real eyecatcher!
- Also, the Beef Road from Borroloola Crossing down to the Three Ways, near the Macarthur River in the NT. The customer was Murray Hortin, who owned a D80A-8 and a D85A-12.
- I also went to a Komatsu school in Sydney in the early 70's. It was quite an experience to see Field Servicemen from all over

Australia and some from overseas, eg. Fiji, New Guinea, Suva. It's also been great to see the development of Komatsu's products over these 32 years. We started off with bulldozers (D60, D80, D125 and D355), the W series wheel loaders and of course dump trucks. Over the years they've added different sizes in bulldozers, got rid of some models and brought in new ones. I think one of my favourites was the D125 - it was fast with plenty of bark. The people in the opal fields loved the D85-12's and they were also used a lot down in the SouthEast to clear scrub.

One machine I didn't like was the Wabco electric scraper. After 1980, I thought I'd seen the last of them, but Komatsu bought the company and so I've got them back again!

All in all it's been good to watch the changes and growth in Komatsu over the last 32 years and I hope we've got many more good years to come.

## Regional NEWS

### Head Office & Fairfield

Congratulations to Ron Willson, Gen. Mgr. H/O Parts, who celebrated his 65th birthday on the 30th May.

Congratulations to Tony Wafer and wife Liz who celebrated the birth of their son on 15th May.

Welcome to new staff at Head Office IT Dept. Geoff Shoultz - IT Manager, Peter Sewell - Network Manager and Brett Hart - Business Systems Manager.

Farewell to Vanessa Wickens who left Head Office Finance Dept. on Friday 14th Aug.

Farewell to Keiko Fujiwara from Head Office Marketing Dept., who returned to Japan on the week ending 14th Aug. after her stay in Australia of approx. 3 years.

Welcome to her replacement Kentaro (Ken) Aizawa.

Kevin Hall celebrated his 20th Anniversary on the job.

Welcome to Michael Edwards who commenced as a Trainee in Sales Department in June.

Farewell to Val Wilcox who resigned in May after six years as our credit controller and Welcome to Sandra Ivanoff who has taken over Val's role.

Nice to see Maureen Clarke back at work after a month long holiday in England and Spain.

Helen Porter, Cadia enjoyed her quarter century birthday on 3rd August. Everyone expects she will mellow with age. Happy birthday Helen.

Tim and Jacqui Callaghan, Cadia have a new arrival, a baby son Jye born 3rd July. Mom and son are doing well, Father sleeping OK with ear plugs.

Also congratulations to Craig and Carolyn Hughs, Service Dept. on the birth of baby daughter, Bronte.

#### Staff movements

George Thring has moved from Western Region to Head Office, as Systems Manager - Parts Dept.

Michael Buxton has moved to Perth to replace George Thring as Western Region Parts Manager.

Ian Crosbie has become Head Office Parts Dept. Commodity Analyst, replacing Michael Buxton.

Steve Johnston has moved from the warehouse to Head Office

Parts Dept. as Parts Clerk / Publications, replacing Ian Crosbie.

Neil Boland has moved from Fairfield to Head Office Parts Dept., as Product Manager, Undercarriage.

Keith Hagarty has joined Head Office Parts Dept. as Product Manager - Filters and Coolants. Keith previously held a similar position with Cummins.

Many of you will already know Jim Ryan, our new Field Service Supervisor. Jim worked with ANI Komatsu in the Hunter Valley some years ago and more recently for the Hunter Valley Mine. Wayne Williamson has moved into the role of Workshop Supervisor and Bill Haskell has joined Gary Steen as a Customer Service Representative.

NS Komatsu Newcastle has completed their move to new and bigger premises. Watch the next edition for more information on Newcastle Branch.

## Hunter Valley

Welcome to Nerrin Warr. Nerrin joins the Hunter Valley team as "Personal Assistant" on 18th May.

Happy 50th birthday to Carl Pemberton on 17th July.

Congratulations to Peter, Donna & Lauren Crawford on the arrival of Brianna on 23rd June.

## South Queensland

Congratulations to Kerry Beattie and Steve Mietzel on the birth of their son on 19 June.

Congratulations to Darren and Tracey Fraser on the birth of their son on 04 August.

Congratulations to Hugh Smith and Arthur Rogers for completing 10 years of service.

Welcome to Kristi Hood who is the latest member of the Accounts Dept.

#### SOCIAL CLUB:

The social club held its mid-year function at Silks Restaurant, Albion Park Raceway on Saturday, 1st August with 97 attendees. Money was won and lost during the evening, but with great food and great company the evening was deemed an all round success. Congratulations to Michelle Creamer who won the lucky door prize of \$100.

#### BUSINESS NEWS:

Service Dept. commenced its new Mobile Hydraulic Hose, Quick Hitch and Hammer Installation Service on the 1st August, 1998.

Tim Denehy, one of our major Accounts Managers, recently sold the first new model PC1100-6 excavators in Queensland to Thiess Contractors. This excavator will go to work for Collinsville Coal. Tim has also just delivered a PC300-6 and PC400-6 to Leighton Contractors. Both these excavators will go to work on the new eight lane Brisbane/Gold Coast Highway.

Robert May, Brisbane Metro Sales Representative has made a



breakthrough sale to Alzino Quarries of a WA500-3 wheel loader with delivery scheduled for the second week in August. This is a significant order as we are breaking into a traditional Caterpillar stronghold.

Bruce McNicol recently delivered seven (7) SD100 Ingersoll-Rand Rollers to Compressor Hire Services, a large Queensland hire company.

Since Brian Thomasson's massive deal with Roche/Eltin/Century Zinc, Brian has followed up with sales of 2x PC1000 and 1x PC1100 excavators to Roche Bros - one delivered into Rockhampton NQ, one to the Granites Mine in the NT and one into the Kundara Project, WA.

Congratulations to all the guys for a job well done.

## North Queensland

Golding Contractors have taken delivery of the last three new Haulpak 530M trucks.

BHP Peak Downs Mine have taken delivery of the first of two D475A-2 dozers with one more yet to be delivered in early August 98.

Another HD785-5 truck is being assembled for Curragh Queensland Mining.

Two used dozers (1x D375A-2 and 1x D475A-2) have been sold to South Blackwater Coal Limited for delivery early August.

Two of North Queensland Region's General Line customers, G.K. Martin and T. Champion of Blackwater have taken delivery of three HD785-5 trucks. They already own HD785-3 trucks and are very happy with them so when the new model came out they were very keen to purchase some.

June was a great month for excavator sales:

**2x PC200-6** Golding Contractors, **PC200-6s** Moranbah North Coal (Management) Pty Ltd, **PC220-6** C. & J.C. Camilleri **PC300-6** J.J. McDonald & Sons, **PC300LC-6** Kiernan Tipping **PC400-6** G & G Markwell

### SOCIAL CLUB:

Congratulations to Leanne Sutton and Peter Franklin who were married on 30th May. We wish them all the best for the future.

Congratulations to Craig Collins, Workshop Fitter who married in early May.

Congratulations to Joe Bugeja (Workshop Fitter) and his wife Melanie on the birth of their first child, a daughter, Jessica Rose on July 12 weighing in at 3.4kg.

Congratulations to Mike Teuwson, Parts Supervisor who has clocked up 15 years employment this year. We hope he stays with us for another 15 years.

The North Queensland Social Club has elected a new committee for 1998:

**President:** Simon Ross **Secretary/ Treasurer:** Irene Anderson **Committee Members:** Tony Turner, Kim Melham, Wyman Kingsley, Charmaine Lynch, Phillip Woo, Shelley Greaves.

Mackay Branch attended Ag-Grow 2000 Field Days at Emerald on 9th, 10th and 11th July. We had on display a PC250-6 excavator and WA180-3 wheel loader which proved to draw a lot of prospects. The Field Days were very successful and we are sure to be there next year.

### STAFF MOVEMENTS:

Farewell to Debbie Kennedy, Technical Services Secretary and welcome to Irene Anderson who has taken her position.

Welcome back to Gavin Biggam who transferred back from Mount Isa Branch.

Welcome to all new Fitters employed to work for Komatsu out at Century and farewell to the Workshop Fitters who have transferred there.

Farewell to Tony Turner, Phil Mann and Matt Gabel, Workshop

Fitters, who are furthering their careers elsewhere.

Congratulations to Steve Kanasa and Chris Johnson on their new positions as Mackay Resident Field Service Fitters.

Welcome to Wyman Kingsley and Ian Clarendon, new Workshop Fitters.

Welcome to Dave Patch who has taken the position as Project Manager out at Century.

Farewell to Madonna Heathcote, Parts Clerk who has transferred to Brisbane to work in the new Reman Centre.

Charmaine Lynch has replaced Madonna as Parts Clerk and Donna Farley has filled Charmaine's old position.

We wish all the above people the best of luck in their new positions.

### TOWNSVILLE:

Don Shaw (Field Service) and wife Carol have a new addition to their family with the birth of their second daughter, Ichelle Daytinee born on the 2nd June weighing a healthy 8lbs. Don advises us that he hasn't had too many sleepless nights.

The social club had a dinner on the 13th June at the Townsville Motor Boat Club. An enjoyable time was had by all that attended.

We would like to welcome Adam Jensen and Michael Nelson who joined our team as Field Service Fitters.

NS Komatsu was in attendance at two recent field days in the Townsville area. Mt Isa was the venue for the North West Mineral Province Mining Expo and Townsville for the North Queensland Field Day. Both were well supported and most successful, thanks to all concerned.



*Pat & Fay Byrnes take possession of the new dozer at the NQ Field Day from Allan Lewis & Liza Fry.*

The HD1400B-3 belly dump to rear dump conversion, being done at the Andoom Workshop, Comalco, Weipa are going well. At present we have up there Mick Turk, Adam Jensen and Matt Archer (Andoom Annie) which he is called because of his habit of wearing perfumed work clothes while away.

**TODAYS MAINTENANCE TIP:** If your garbage disposal unit stops working don't go out and buy a complete new unit, try pressing the reset button, OK Kevin?

## Southern Region

We said Goodbye to Edwina Fortuin after 10 years with Komatsu, a spit roast was enjoyed by all staff and then Edwina was presented with a "This is your life" book, which included photos, stories and poems of her time in Komatsu. Edwina was lost for words.

Judith Leigh is our new Payroll person, welcome to Admin.

Welcome to Susan and Lynda, our new receptionists.

In Adelaide we wish to congratulate Roger Kain (finally) on his marriage to Vicki Ward on July 4th. We were beginning to wonder if he would ever make it, but he surprised us all. Their honeymoon was spent in Malaysia.